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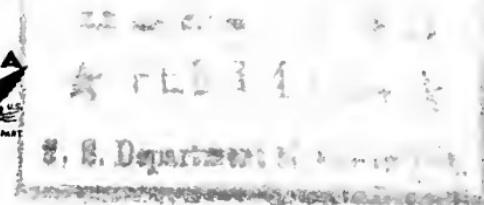
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62.71
FEBRUARY LIST for 1934

D. H. UPJOHN, Salem, Oregon

Return Postage Guaranteed

Chas E. F. Gersdorff,
1825 N. Capitol St.,
Washington, D. C.



Sec. 562 P. L. & R.
U. S. POSTAGE
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SALEM, ORE.
Permit No. 155

UPJOHN'S Gladiolus list, FEBRUARY 1934

OREGON NURSERY LICENSE NO. 251

STATE INSPECTED BULBS

PRINTED IN U. S. A.



To Open Insert Finger Between Pages One at a Time and Push Through Center

All Stock Priced F. O. B. Salem

Prices shown in this list are all priced F.O.B. Salem. If you wish to receive the bulbs prepaid by us, add 75 per cent to the total amount of your order.

Net cash with order, or 25 per cent deposit will hold order until spring, with balance C.O.D.

In ordering F.O.B. Salem, let us send transportation charges collect. We cannot estimate amount of charges as all bulb orders are different and it is impossible to tell until the bulbs are packed just what charges will be. We will ship either by express or parcel post, which ever is the cheaper and best way for your particular order. Please remember, express shipments are insured against freezing.

Shipments from March 1st on, unless earlier delivery requested. Due regard paid to latitude you are in as to time of shipment. We cannot be responsible for freezing in transit when mid-winter shipment is demanded.

Special Note—In event we are out of one size in a variety we will substitute the next size in sufficient quantity to cover price, unless otherwise instructed. Just write on your order "Don't Substitute," if you want sizes ordered only. We never substitute on varieties unless permitted to. Our aim is to please our customers.

All stock offered, and orders accepted, subject to prior sale.

Use of the order blank on back sheet of list will be a convenience to us and aid in avoiding possible errors. Please print or write and address plainly.

We acknowledge receipt of all orders.

Names of introducers appear in parenthesis after varieties.

THIS LIST SUPERSEDES AND CANCELS ALL PRICES AND OFFERS IN PREVIOUS LISTS OR ADVERTISEMENTS

PRICED PER 100; 25 AT 100 RATE; TEN BULBS AT 1/9TH THE 100 RATE IN ALL SIZES BUT NOS. 5 AND 6.
NO LESS THAN 25 OF A KIND SOLD IN SIZES NOS. 5, 6.

	No. 1 1 1/2 up	Priced Per 1 1/4-1 1/2	100: 25 Bulbs at 100 Rate: No. 3 1-1 1/4	No. 4 3/4-1	No. 5 1/2-3/4	No. 6 1/4-1/2
A. E. Kunderd (K), big salmon rose, fine.....		\$1.60	\$1.20	.90	.50	.30
Aflame (H), begonia rose, extra for cutting.....	2.20	1.80	1.40	1.20	.90	.70
Aida (PF), early deep purplish blue.....	2.40	2.00	1.60	1.40	1.00	.80
Apricot Glow (Can), clear apricot.....	1.60	1.40	1.20	1.00	.80	.60
Ave Maria (PF), large early near blue.....	2.40	1.80	1.40	1.20	1.00	.80
A. W. Hunt (CH), grand orange scarlet.....		1.40	1.00	.80	.60	.30
Balboa (Br), apricot pink.....			2.00	1.40	1.20	.80
Belinde (PF), fine large early sulphur cream.....	1.80	1.40	1.00	.80	.60	.30
Bengal Beauty (E), large red, flaked, fine.....	4.00	3.00	2.40	1.80	1.20	.80
Berty Snow (M), medium to deep lavender pink.....	2.00	1.60	1.20	1.00	.80	.60
Betty Nuthall (Sal), light coral, fine, one of best ever produced.....	2.00	1.60	1.20	.80	.60	.30
Black Pansy (K), rich dark red.....	1.80	1.40	1.00	.80	.60	.30
Blanche Bollinger (K), ruffled old rose pink.....	1.80	1.40	1.00	.80		
B. L. Smith (K), light lavender, cream throat.....		1.40	1.00	.80	.60	.30
Catherine Coleman (C), large geranium pink.....	2.00	1.60	1.20	.80		
Charles Dickens (PF), radiant purple, very fine.....	2.00	1.40	1.20	1.00	.80	.40
Commander Koehl (PF), large brilliant scarlet, one of very best.....	6.00	4.80	3.00	2.00	1.60	1.20
Coronado (Br), large ruffled white, purple throat.....	4.00	3.00	2.00	1.20	1.00	.80
Coryphee (PF), rose pink, and extra fine.....	4.00	3.00	2.00	1.20	1.00	.80
Cowee's Scarlet Wonder, large brilliant red.....	1.80	1.40	1.00	.80	.60	.30
Crimson Glow (B), one of best crimsons.....		1.40	1.00	.80	.60	.30
Crinkles (K), ruffled rose, very fine.....	1.80	1.40	1.00	.80	.60	.30
D's American Beauty (D), rose, many open.....		1.40	1.00	.80	.60	.30
Del Rosa (B), red with striking white throat.....	1.80	1.40	1.00	.80	.60	.30
Dr. F. E. Bennett (D), one of best orange scarlets.....	1.80	1.40	1.00	.80	.60	.30
Dr. Moody (Kin), very fine lavender.....	2.00	1.60	1.20	1.00	.80	.60
Dr. Nelson Shook (K), ruffled tyrian rose.....	1.80	1.40	1.00	.80	.60	.30
E. I. Farrington (Sea), tall lemon yellow.....	2.00	1.60	1.20	1.00	.80	.60
E. J. Shaylor (K), early ruffled rose.....		1.40	1.00	.80	.60	.30
Emile Auburn (L), coppery red, smoky overlay.....	2.00	1.60	1.20	1.00	.80	.60
Evelyn Kirtland (A), very fine rose pink.....	1.80	1.40	1.20	1.00	.60	.30
Geraldine Farrar (D), light violet blue.....		1.40	1.20	1.00	.60	.30
Giant Nymph (C), extra large fine pink.....		1.40	1.20	1.00	.60	.30
Gloriana (C), orange salmon and a fine Glad.....	1.80	1.40	1.20	1.00	.60	.30

STOCK PRICED F.O.B. SALEM—IF PREPAID ADD 75 PER CENT TO AMOUNT OF ORDER

	No. 1 1 1/2 up	Priced Per No. 2 1 1/4-1 1/2	100; 25 No. 3 1-1 1/4	Bulbs at 100 No. 4 3/4-1	Rate: No. 5 1/2-3/4	No. 6 1/4-1/2
Golden Eagle (A), golden yellow, early.....	1.80	1.40	1.20	1.00	.60	.30
Golden Dream (Gr), one of best deep yellows.....	1.80	1.40	1.20	1.00	.60	.30
Golden Glow (Can), a fine yellow.....	2.00	1.60	1.40	1.20	.80	
Golden Measure (Kel), deep yellow and one of the best.....	1.80	1.40	1.20	1.00	.60	.30
Graf Zeppelin (Pf), bright orange scarlet, fine.....		10.00	8.00	6.00	-----	
Henry Ford (D), purple, novel placement.....		1.40	1.20	1.00	.60	.30
Hope Hampton (D), a very fine pink.....	2.00	1.60	1.40	1.20	.80	.60
Imp. Queen of Night (D), very deep maroon.....		1.40	1.20	1.00	.60	.30
Iwa (Bet), salmon rose tall and fine.....	1.80	1.40	1.20	1.00	.60	.30
Jack London (D), salmon, excellent to cut.....				1.00	.60	.30
Jacoba Von Biejerens (Hol), rosy violet purple.....		1.40	1.20	1.00	.60	.30
Jane Addams (Dec), lavender with light throat.....	3.20	2.80	2.40	1.60	1.20	.80
Janet (Crow), smoky gray shaded to pink, unique and fine....	5.40	4.20	3.60	3.00	2.40	1.60
Joe Coleman (K), ruffled rich red.....			1.20	1.00	.60	.30
J. Ogden Armour (K), very ruffled coral red.....		1.60	1.40	1.20	.80	.60
John T. Pirie (K), rich mahogany brown.....		1.40	1.20	1.00	.60	.30
Jubilee (Kemp), extra large lavender.....	5.40	4.80	3.60	3.00	2.40	1.60
Lavender Bride (G), beautiful smoky lavender.....	2.00	1.60	1.40	1.20	.80	.60
London Smoke (DO), oriental smoky red.....		1.40	1.20	1.00	.60	.30
Longfellow (Dec), fine pink, many open, well placed.....		1.40	1.20	1.00	.60	.30
Marie Kunderd (K), one of the best whites.....	1.80	1.40	1.20	1.00	.60	.30
Marmora (Au), tall fine smoky.....	2.00	1.60	1.40	1.20	.80	.60
Marnia (Kemp), grenadine orange.....	1.80	1.40	1.20	1.00	.60	.30
Marocco (PF), very deep dark red.....	3.00	2.20	1.80	1.20	1.00	.80
Mary Frey, lavender with ruby blotch.....		1.40	1.20	1.00	.60	.30
Masterpiece (K), ruffled rose.....		1.40	1.20	1.00	.60	.30
Minuet (C), large lilac lavender.....		1.60	1.40	1.20	.80	.60
Miss Des Moines (Dec), lilac lavender, light throat, one of finest lavenders for cutting.....	7.20	6.00	4.80	3.60	2.40	1.60
Mother Machree (St), soft smoky lavender, large.....	6.00	4.80	3.60	3.20	2.40	1.60
Mrs. Calvin Coolidge (K), light rose pink, very fine to cut....	2.00	1.60	1.40	1.20	.80	.40
Mrs. F. C. Peters (F), lavender, fine blotch.....	1.80	1.40	1.20	1.00	.60	.30
Mrs. F. C. Hornberger (H), one of best white.....		1.40	1.20	1.00	.60	.30
Mrs. Leon Douglas (D), very large begonia rose one of best..	1.80	1.40	1.20	1.00	.60	.30
Mrs. P. W. Sisson (C), beautiful cameo pink.....	1.80	1.40	1.20	1.00	.60	.30
Mrs. Von Konynenberg (Pf), tall lavender blue.....	2.00	1.80	1.40	1.20	1.00	.80
Mr. W. H. Phipps (D), LaFrance pink.....	1.80	1.40	1.20	1.00	.60	.30
Nancy Hanks (Sal), peach red, and a fine flower.....	1.80	1.40	1.20	1.00	.60	.30
Nixie (D), a wonderfully nice pink.....		1.40	1.20	1.00	.60	.30
Nymph (K), lavender of attractive shade and placing.....	1.80	1.40	1.20	1.00	.60	.30
Olive Goodrich (G), large white, pink edgings.....		1.40	1.20	1.00	.60	.30
Orange Flame (K), ruffled orange scarlet.....			1.40	1.20	1.00	.80
Orange Wonder (Kemp), extra large orange.....	2.40	1.80	1.40	1.20	1.00	.80
Orchid (The) (Sr), laciniated lavender pink, ruffled.....		1.40	1.20	1.00	.60	.30
Osalin (Sal), coral pink, soft markings.....		2.00	1.60	1.20	1.00	.80
Our Selection (Aus), giant red, flaked deeper.....	4.40	3.60	2.80	1.80	1.20	.80
Pearl of California (Kin), LaFrance pink, many open.....	2.00	1.60	1.20	1.00	.80	.60
Pfitzer's Triumph (PF), huge orange salmon a real triumph..	1.80	1.40	1.20	1.00	.60	.30
Prof. Keesom (PF), salmon, flame markings.....		1.60	1.20	1.00	.80	.60
Purple Glory (K), huge deep maroon.....	1.80	1.40	1.20	1.00	.60	
Purple Queen (K), an exceptionally fine radiant purple.....	1.80	1.40	1.20	1.00	.60	.30
Rev. Eubank (Hol), good porcelain blue.....	1.80	1.40	1.20	1.00	.60	.30
Richard Diener (D), pink, fine, many open.....	1.80	1.40	1.20	1.00	.60	.30
Rita Beck (F), a very popular pink.....	2.00	1.80	1.40	1.20	1.00	.80
Robt. J. Kunderd (K), fine red.....			1.40	1.20	1.00	.80
Romance (K), smoky orange and salmon.....	1.80	1.40	1.20	1.00	.60	.30
Rose Ash (D), ashes of roses color.....		1.40	1.20	1.00	.60	.30
Rose Mulberry (A), coral pink and violet.....		1.40	1.20	1.00	.60	.30
Royal Lavender (Sch), deep lavender.....	3.20	2.40	1.80	1.40	1.00	.80
Ruffled Gold (G), deep yellow, ruffled.....	3.00	2.40	1.80	1.40	1.00	.80
Salbach's Pink (Sal), very large geranium pink, an extra fine one	6.40	4.80	3.60	2.40	1.80	1.20
Saraband (Sal), Bordeaux, rich and velvety.....		1.40	1.20	1.00	.60	.30
Schwabengirl (Pf), glorious pink, large and grand.....	15.00	10.00	-----	-----	-----	-----
Sovereign (V), blue, an improved Baron Hulot.....		1.40	1.20	1.00	.60	.30
Spirit of St. Louis (D), carnelian red, fine.....		1.80	1.40	1.20	1.00	.80
Star of the Sea (E), peach red, brownish throat.....	3.00	2.40	1.80	1.40	1.00	.80
Thistle (K), ruffled rose red.....		1.40	1.20	1.00	.60	.30
Tiger (K), red flaked black.....	2.40	1.80	1.40	1.20	1.00	.80
Veilchenbleau (PF), violet blue, a winner.....		1.80	1.40	1.20	.80	.60
Veiled Brilliance (A), pink, blue tints.....		1.60	1.20	1.00	.80	.60
Victor (Errey), red with white blotch.....		1.40	1.20	1.00	.60	.30
Violet Glory (K), ruffled deep violet.....		1.60	1.40	1.20	.60	
White Giant (Hol), fine waxy white.....		1.40	1.20	1.00	.60	.30
Winged Victory (Br), very large pink, airplane petals.....		4.80	3.60	2.40	1.80	
Yellow Perfection (Pf), large new yellow.....	15.00	10.00	8.00	-----	-----	-----

SPECIAL OFFERING IN SMALL LOTS

Price F. O. B. Salem, Oregon

Below we offer varieties which we have only in small quantities or to give to customers a chance to purchase wanted varieties in small lots than listed in the general list.

	Large 1 1/2-up	Medium 3/4-1 1/4	Small 1/2-3/4
Angel's Dream (E), fine pink.....	3 for .25		
Betty Compson (D), phlox pink, overlaid purple.....	2 for .20	4 for .20	8 for .20
Bill Sowden (Aus), deep red, large.....	1 for .20	2 for .20	4 for .20
Blue Danube (Pf), amethyst blue, darker throat.....	1 for .25	2 for .25	4 for .25
Blue Triumphator (Pf), giant light blue, extremely large.....	1 for .30	2 for .30	4 for .30
Chicago (K), ruffled geranium red.....	1 for 1.00	1 for .50	1 for .25
Commander Koehl (PF), large dark scarlet, a sensation.....	2 for .25	4 for .25	8 for .25
Coronado (Br), white, purple throat.....	3 for .25	6 for .25	10 for .25
Coryphee (Pf), soft pink, extra fine.....	3 for .25	6 for .25	10 for .25
Dr. Durr (PF), very early creamy yellow.....	1 for 1.00	1 for .50	1 for .25
Dr. F. C. Christ (D), tall pink and yellow.....	1 for .20	2 for .20	
Early Phipps (E), early pink.....	2 for .20		
Early Sunrise (Eur), large fine early rose.....	4 for .20	8 for .20	
Erici Morini (PF), new large red.....	1 for 1.00	1 for .50	
Estella (K), very large rose.....	4 for .20	6 for .20	10 for .20
Fata Morgana (Pf), peach blossoms, amber throat.....	1 for .25	2 for .20	4 for .20
F. J. McCoy (Br), tall large pink.....	2 for .20	4 for .20	8 for .20
Gay Hussar (Sal), peach red with markings.....	4 for .20	8 for .20	14 for .20
Gladdie Boy (Bill), rose pink, fine Glad.....	4 for .25	8 for .25	12 for .25
Gladis Plath (D), mallow purple, tall.....	4 for .25	8 for .25	16 for .25
Golden Chimes (E), ruffled wide open yellow.....	1 for 2.00	1 for 1.00	1 for .50
Graf Zeppelin (PF), bright orange scarlet.....	2 for .25	4 for .25	8 for .25
Heavenly Blue (PF), lavender blue.....	4 for .20	8 for .20	14 for .20
Helen Phipps (Ph), salmon pink, many open.....	4 for .20	8 for .20	14 for .20
Imperator (Pf), a grand white.....	4 for .20	8 for .20	14 for .20
Ludwig Von Beethoven (PF), smoky mauve, darker shadings.....	1 for .20	2 for .20	4 for .20
Libelle (PF), heliotrope blue, one of best.....	1 for .30	2 for .30	4 for .30
Little John (St), spectrum red.....	1 for .25	2 for .25	4 for .25
Maid of Orleans (PF), milk white creamy throat.....	1 for .30	2 for .30	4 for .30
Mammoth White (UBC), very large white.....	2 for .30	2 for .20	
Mary Jane (K), silvery lavender.....	2 for .20	4 for .20	8 for .20
Mibloom (St), large white with scarlet blotch.....	3 for .20	6 for .20	12 for .20
Miss Canby (E), ruffled creamy white.....	2 for .25	4 for .25	
Miss Des Moines (Dec), light lavender, yellow throat.....	2 for .20	4 for .20	8 for .20
Moorish King (PF), dark velvety mahogany maroon.....	1 for .60	1 for .30	
Mother Machree (St), soft smoky lavender.....	2 for .25	4 for .25	8 for .25
Netherland Prince, very tall salmon, grand.....	1 for .40	2 for .40	2 for .20
Patricia Carter (K), clear shell pink.....	3 for .20	6 for .20	12 for .20
Paul Pfizer (Pf), velvety purple, fine.....	4 for .20	8 for .20	12 for .20
Pelegrina (PF), new near blue and fine.....	1 for .35	2 for .35	2 for .20
Pythia (K), a fine red.....	3 for .20	6 for .20	12 for .20
Rippling Waters (E), cream tinted pink.....	2 for .25		
Rosabella (PF), very fine pure pink, tall spike.....	1 for 1.00	1 for .50	1 for .25
Rose Marie Pfizer (PF), light pink creamy hue.....	1 for 1.00	1 for .50	
Red Glory (P), red sport of Purple Glory.....	3 for .20	6 for .20	
Salbach's Orchid (Sal), pink, similar in form to Minuet.....	1 for .25	2 for .25	
Salbach's Pink (Sal), fine large geranium pink.....	2 for .20	4 for .20	8 for .20
Schubert (PF), fine cream yellow, red blotch.....	1 for .50	2 for .50	2 for .25
Schwabengirl (PF), one of finest pinks ever originated.....	1 for .20	2 for .20	4 for .20
Serrata (Bill), laciniated lilac pink.....	4 for .25	8 for .25	14 for .25
Sunshine Girl (St), clear pink, lovely throat, tall, a real sensation.....	2 for .20	4 for .20	8 for .20
Sword of Mahomet (E), purplish smoky.....	4 for .20	8 for .20	14 for .20
Thos. A. Edison (D), begonia rose, deep blotch (very different from Kun- derd variety listed below).....	4 for .20	8 for .20	12 for .20
Thos. A. Edison (K), very large dark ruffled red.....	1 for .40	2 for .40	4 for .40
Violet Perfection (Hol), strong growing violet.....	3 for .20	6 for .20	12 for .20
Wolfgang Von Goethe (PF), salmon red, strong grower.....	1 for .35	2 for .35	
Wurtembergia (PF), scarlet, soft cream blotch.....	1 for .30	2 for .30	4 for .30
Yellow Perfection (PF), large yellow.....	1 for .20	2 for .20	4 for .20

Very Small Bulbs

This year we are offering No. 7 bulbs for the first time in some varieties. These are mainly for benefit of growers who wish to grow them on to large sized bulbs for resale. These are the little fellows below one-half inch in diameter — the size between a No. 6 bulb and a bulblet. Many of these blooms with us, in fact in the late fall our plantings are alive with blooms from No. 7 sized bulbs. We are offering these by the pint, around 500 bulbs, but inasmuch as each variety grades out in different sizes, the number per pint will vary somewhat. Obviously we cannot afford to count them at these prices. All we can say is you'll get enough for your money.

We are offering these, in the following varieties, at \$2.00 per pint, F.O.B. Salem:

Apricot Glow, Belinde, Betty Nuthall, B. L. Smith, Charles Dickens, Cowee's Scarlet Wonder, Crinkles, Dr. Nelson Shook, Gloriana, Golden Dream, Golden Measure, John T. Pirie, Longfellow, Mary Frey, Mrs. F. C. Peters, Mrs. F. C. Hornberger, Mrs. P. W. Sisson, Mr. W. H. Phipps, Nancy Hanks, Pfizer's Triumph, Ruffled Gold, Saraband, Spirit of St. Louis, Veilchenblau and White Giant. Grown right these little fellows should produce good bulbs from No. 4 size up through No. 1 size, with a main percentage of Nos. 3 and 4.

SPECIALLY PRICED SMALL LOTS

To save space in our plantings and catalogue we made special plantings of the following varieties which we will sell at the following rates in small lots priced four large bulbs for 15 cents; eight medium sized bulbs for 15 cents or 16 small sized bulbs for 15 cents, all F.O.B. Salem; no order less than \$1 accepted, unless balance of order exceeds that amount:

Annie Laurie, A. B. Kunderd, Avalon, A. V. Bunce, Battle Creek, Bengal Tiger, Betty Joy, Blushing Beauty, Bobby, Break O' Day Capt. Boynton, Cardinal Prince, Charles Fairbanks, Copper Bronze, Damask, Elkhart, Evening Glory, Fairyland, Giant Myrtle, Golden Frills, Golden Salmon, Herbstzauber, High Nye, Illuminator, K's Yellow Wonder, Louise, Mrs. G. W. Moulton, Mrs. H. E. Bothin, Natalie, Opalescent, Phaenomen, Pola Negri, Scarlano, Scarlet Princeps, Titanic, Tycko Zang, Watermelon.

The foregoing are all good Glads but our increasing lots of newer varieties made it imperative we cut down on our plantings. You may buy as many sets of these at the price named as you wish as long as stock lasts, and subject to prior sale.

BULBLETS SPECIALLY PRICED

Any Bulblets Listed Below, While They Last, 75 Cents a Quart or Three Quarts or More of One or Different Varieties
at 50 Cents Per Quart F.O.B. Salem

Annie Laurie, Apricot Glow, Avalon, A. V. Bunce, A. W. Hunt, Battle Creek, Belinde, Betty Joy, B. L. Smith, Bobby, Break O' Day, Capt. Boynton, Copper Bronze, Damask, Dr. Nelson Shook, Giant Nymph, Gloriana, Gold Eagle, Golden Dream, Golden Frills, Golden Measure, Henry Ford, Improved Queen of the Night, Iwa, Jacoba Van Bieeren, John T. Pirie, Kunderd's Yellow Wonder, Longfellow, Mrs. F. C. Peters, Mrs. Leon Douglas, Mrs. P. W. Sisson, Mr. W. H. Phipps, Nancy Hanks, Opalescent, Richard Diener, Robert J. Kunderd, Romance, Scarlano, Sovereign, Titanic, Tycko Zang, Violet Glory, Willis E. Fryer, William G. Badger, You'll Favorite.

SPECIAL COLLECTIONS

PRICED F. O. B. SALEM — ADD 75 PER CENT TO ORDER IF PREPAID
PLEAS ORDER BY NUMBER

COLLECTION NO. 1 — GRAND BLOOMING COLLECTION — LARGE BULBS

25 Large Each — Betty Nuthall, Dr. Nelson Shook, Golden Dream, Mrs. Leon Douglas, Mr. W. H. Phipps, Pfizer's Triumph — 150 large grand blooming bulbs, for only \$2.50, F.O.B. Salem.

COLLECTION NO. 2 — GRAND BLOOMING COLLECTION — MEDIUM SIZE BULBS

50 Medium Sized — $\frac{3}{4}$ - $1\frac{1}{4}$ — in each of the following varieties: Betty Nuthall, Dr. Nelson Shook, Golden Dream, Mrs. Leon Douglas, Mr. W. H. Phipps, Pfizer's Triumph — 300 medium sized bulbs in all and all should give fine blooms; \$2.75, F.O.B. Salem.

COLLECTION NO. 3 — GRAND GARDEN COLLECTION — LARGE BULBS

25 Large Bulbs each of Apricot Glow, Belinde, Betty Nuthall, Charles Dickens, Dr. F. E. Bennett, Gloriana — 150 large bulbs in all, all beautiful Glads, for only \$2.25, F.O.B. Salem.

COLLECTION NO. 4 — GRAND GARDEN COLLECTION — MEDIUM SIZE BULBS

Grand Garden Collection, medium sized bulbs — $\frac{3}{4}$ - $1\frac{1}{4}$ — 50 of each of the following varieties: Apricot Glow, Belinde, Betty Nuthall, Charles Dickens, Dr. F. E. Bennett, Gloriana — 300 medium sized bulbs for only \$2.50, F.O.B. Salem.

COLLECTION NO. 5 — CUT FLOWER COLLECTION — MEDIUM SIZED BULBS

25 Medium Bulbs each — $\frac{3}{4}$ - $1\frac{1}{4}$ — of the following varieties: Apricot Glow, Belinde, Betty Nuthall, B. L. Smith, Charles Dickens, Cowee's Scarlet Wonder, D's American Beauty, Dr. Nelson Shook, Giant Nymph, Gloriana, Golden Dream, John T. Pirie, Marocco, Mary Frey, Mrs. F. C. Peters, Mrs. Leon Douglas, Mrs. P. W. Sisson, Mr. W. H. Phipps, Nancy Hanks, Pfizer's Triumph — a total of 20 varieties of 25 each or 500 bulbs in all, for only \$5.00, F.O.B. Salem.

COLLECTION NO. 6 — GRAND CUT FLOWER COLLECTION — MEDIUM SIZED BULBS

Grand Cut Flower Collection — for those wishing to offer cut flowers for sale or have a wilderness of bloom for themselves or friends, we make up a collection of the sizes, and varieties offered in Collection No. 5, only we include 100 bulbs of each, or 2000 bulbs in all, for \$15.00. This will give you one of the most beautiful gardens for the money you can buy anywhere and all should give fine blooms.

COLLECTION NO. 7 — MEDIUM SIZED MIXED BULBS

Special Mixed Collection — some people are not particular about labels on their Glads although they wish fine varieties. We offer a special collection of 200 medium sized mixed bulbs, $\frac{3}{4}$ to $1\frac{1}{4}$, in 20 varieties of 10 each, our selection, but unlabeled and mixed together in one container for \$2.00, F.O.B. Salem.

COLLECTION NO. 8 — LARGE MIXED BULBS

We will ship a carefully selected collection of large sized mixed bulbs in a good range of varieties, large sized — Nos. 1 and 2 — all named but not labeled at the rate of 100 bulbs for \$1.50, or 500 bulbs for \$6.00, F.O.B. Salem. Remember while these will be unlabeled and mixed together in one container they will be fine named varieties — no junk.

WORD FROM CUSTOMER

We print below an excerpt from a letter we received under date of October 17, 1933, from Mr. David McH. Forbes, one of our valued customers in Hawaii. It tells something of our business methods, bulbs and results attained from our product. It tells in a nutshell what hundreds of other customers have written us from all over the nation:

"I wish at this time to tell you a few facts about your Glad bulbs sent me on several occasions. At same time I wish to say that your method of doing business is the most satisfactory to the customer of any I have experienced. Your price list is not an elaborate description in paint and color of what you have to sell, but your goods are of the best quality obtainable, free from disease, true to name (if sold under name), strong, vigorous bulbs which, with fair treatment in cultivation, will give the maximum results. Not satisfied with giving only what you have promised you are more than generous in gratis bulbs. Most people, it seems only human, like to get something for nothing. It does not always mean that such gratis goods are really a present but that inferior goods make up the order and the gratis is a sort of lubricant. In your case, however, such is not so. I have compared your prices as well as your goods with other Glad merchants and found that your prices are right and your bulbs reliable, so much so, that I am a satisfied and appreciative customer and feel if it does no other good to your business it will make you feel better that your endeavors are being appreciated in these far off isles of the Pacific." (Mr. Forbes gave permission to use this excerpt from his letter. His address in Hawaii available on request.)

Similar letters from Maine to Texas, from Florida to California, and from every state in the Union, testify to the fact that our bulbs do equally well whether in the soft mild climate of the Hawaiian isles, or in the short seasons of the Dakotas.

A FEW TIPS

We have no thrips in our Gladiolus. Repeated inspections have insured us of that. But wherever you grow Glads we suggest precaution. We treat our bulbs. We suggest you treat yours. A bath of lye solution, 25 gallons of water to one 13-ounce can of concentrated lye available at any grocery store, is considered a good dip. Soak bulbs for six or seven hours. Soak before planting, and it is even better if they can be soaked after cleaning. Our department of agriculture also suggests use of naphthalene flakes in storage. This material intermixed at a rate of 1 ounce to 100 corms in a paper bag, box or barrel, the department states, has given complete control of thrips at all stages of the insect, including the eggs. Precaution is noted, however, to avoid use of too tight a container such as a tin can which will prevent free evaporation of moisture and thereby induce sprouting.

Unless it cannot be avoided do not grow Gladiolus in the same ground year after year—it is conducive to disease. We never grow twice in the same ground unless only after many years of rotation of other crops. Growing twice in the same soil also has a tendency to mix varieties because of corms left in the ground.

Plant your Glads in a sunny place, use plenty of water, cultivate, and be very careful in use of fertilizers. By all means avoid using manures unless with great care and then not only too heavily at least a year before planting. It is our opinion manure of any kind is a decided promoter of disease and scab in Gladiolus bulbs. It will make good flowers if not used too freely but the health of the succeeding bulb is apt to be a different matter.

Enjoy Your Gladiolus

As this catalogue is being mailed to you in mid-November our private backyard garden at home is a riot of color from late planted Gladiolus. Many people fail to derive the greatest enjoyment possible from their bulbs because they do not plant them along from time to time, some days apart, and thus have a succession of bloom from early until late season. In a normal season here we can have Gladiolus in bloom from early July until late November. Of course, this cannot be done in all climates. But in most any climate succession plantings will give you Gladiolus enjoyment much of the entire summer and fall. Practically all other flowers have a set blooming period when they bloom and are gone for the year. The Gladiolus will continue blooming, when properly planted, during nearly the entire season when frost does not mar or kill its beauty.

At the extremely low prices in our list Gladiolus bulbs should be bought by the hundreds. Then planted for succession of bloom and there will be a wilderness of flowers both for the garden and to cut for the home. And as cut flowers they are supreme, blooming from the first bud to the last tip when cut and taken into the house. Being odorless they are most valuable for the sick room.

Smaller Size Bloom

The largest No. 1 sized bulbs are not needed always for fine bloom. Of course, for exhibition top sized blooms, perhaps the No. 1 size is preferable in many instances. But Nos. 2, 3 or 4 sized bulbs will give wonderful blooms in most any climate when properly cared for, and proper care should be given to any flower for best results. In climates with longer seasons many of the Nos. 5 and 6 size bulbs will give excellent blooms. Some varieties like Mrs. Leon Douglas will give massive spikes and wonderful blooms from No. 5 sized bulbs. Soil, water, cultivation all make a difference in the final result. But we doubt very much if any flower will give the same excellent results as the Gladiolus, even under neglect. But if you wish the best results, treat your flowers right — they will repay you.

BUY NOW

This is the slogan over the United States. It is particularly applicable to the Gladiolus business. We were forced to plant late last spring and while every attention was paid to our planting our largest sizes bulbs may not be as numerous as usual. We are still digging as this catalogue is issued and expect a good crop of larger sized bulbs but suggest you buy now for spring delivery. Prices are going up. We cannot always sell at these prices which do not give us a fair return on all of our labor and investment. In fact such prices may not be available again for many years to come on quality bulbs such as we produce. The Gladiolus business has not been profitable to growers the past two years. But this year we would like to make up in volume of sales what we have been compelled to shave off in price and with aid of our thousands of old customers can do so. Our bulbs are fine this year and the planting stock the best looking, we believe, we have ever produced. Delivery will be made in spring as it takes considerable time after digging to get bulbs in shape for shipment.

STOCK PRICED F.O.B. SALEM—IF PREPAID ADD 75 PER CENT TO AMOUNT OF ORDER

Gladiolus Order Blank, D. H. UPJOHN,

964 South Liberty St.
Salem, Oregon

Mr. _____
P. O. Box, Street
or Rural Delivery _____

Post Office _____

Date _____ State _____

State _____

Send Prepaid F. O. B. Salem

IF DIFFERENT FROM POSTOFFICE

Check

Amt. \$

Money Order

Please do not write
in here

Order No. XXXXXXXXXX

Rec'd _____

Sent prepaid _____

F.O.B. Salem-----

C. O. D. _____

Date Shipped.....

Via -----

25% Deposit Holds Order Till March 1.

BALANCE FORWARD.....

Carry Order Over on Other Side

Oregon Nursery License No. 251

Continue Order on This Side

TOTAL.

Oregon Nursery License No. 251

We shall esteem it a great favor if you will give us in the space below the NAMES AND ADDRESSES of any people whom you know to be interested in Glads. We wish to send them our catalog.

N A M E	A D D R E S S	

Gladiolus List - February, 1934



All stock in this list priced F.O.B. Salem, Oregon

If You wish your order sent prepaid add 75 percent to
total amount of order

D. H. Upjohn

Salem, Oregon